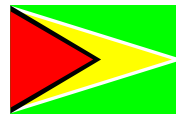


# LEAP NEWS

Issue # 10

April, 2009

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A Government of Guyana  
&  
European Commission  
Programme



## LEAP IS NOT THE END IT IS THE BEGINNING OF SOMETHING NEW

The Government of Guyana and the European Commission have agreed to an extension period for LEAP that will allow for the completion of key projects that have already begun.

This was announced at the opening of Linden Town Week by Mr Geert Heikens, Ambassador of the European Commission, Delegation in Guyana. Mr Heikens added that this period would also see the phasing out of operations where the government would support the LEAP programme or its successor.

The Ambassador noted that by endorsing the proposal for the continuation of LEAP activities, the Government had committed to ensuring that life in Linden continues to improve. While the name might change, the goals of economic development would remain the same.

Addressing the well over 1000 Lindeners and invited guests, including the Prime Minister Mr Samuel Hinds, the Minister of Transport and Hydraulics, Mr Robeson Benn, and leaders from opposition parties, regional and local governments, Mr Heikens pointed out that LEAP was not coming to an end.

He added "rather it is the beginning of a new phase and it is up to you all to continue the good work that started SEVEN years ago."

"As Head of the Delegation of the European Commission to Guyana I have truly missed out on the

ground breaking successes of my predecessors in establishing the Linden Economic Advancement Programme, popularly known as LEAP." Mr Heikens stated.

"LEAP has always played an integral role in the Linden Town Week celebrations, I am therefore pleased to be here this afternoon to participate in the opening ceremony and to share some thoughts and words of encouragement for the future.

In 2002 the European Commission and the Government of Guyana embarked on the LEAP, a programme that has since become a household name in Linden, and I think in Guyana as well.

In 2005 came the establishment of the Linden Economic Advancement Fund (LEAF) and many of you can today say that it has been of tremendous benefit to Linden as a whole. The operations of LEAF have seen quite a number of persons benefiting from small loans to start up and expand businesses.

LEAP has seen the creation of the business incubator, the call centre and the industrial complex among many others, but more importantly, it has produced jobs for you the people of Linden."

"With the creation of almost 2000 jobs during its implementation to date, it is only fair to say that LEAP has made a significant impact in improving and

**contributing towards the economic development of Linden.**

**Many kilometers of roadways have been rehabilitated providing easy access for the various communities in and around Linden. Important buildings have been improved and LEAP has also assisted in the very important sector of education .... and other educational and training undertakings for the benefit of the people of**



*Mr Geert Heikens, Ambassador of the European Commission, Delegation in Guyana, at the opening of Linden Town Week*

**Linden,"** Mr Heikens stated at the opening of Linden Town Week.

*Continued on page 2*

## Welcome to Linden Town Week



**LEAP extends a warm welcome to all visitors and best wishes to all for yet another successful Town Week.**

*The Staff and Management of LEAP*

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## LEAP CLIENT HOURS

**Mon: 10:00hrs - 15:00hrs**

**Tues: 13:00hrs - 16:00hrs**

**Fri: 10:00hrs - 15:00hrs**

**LEAF is a REVOLVING FUND – You accessed your loan for others re-paid theirs.**

Continued from page 1

## LEAP IS NOT THE END...

The Ambassador concluded that LEAP had indeed come a long way and there are many individuals that ought to be congratulated for its successes. The LEAP Office through the hard and tireless work of its dedicated staff has been ensuring that these programmes moved steadily forward.

Great appreciation must also be given to the Linden community for accepting and making a full and

thorough use of the services that have been on offer by LEAP", the Ambassador added.

"I remember some of the successful projects I saw when I first visited back in 2007. I recall chatting with enthusiastic clients in the business incubator and drinking the coconut water at one of the farms where I saw some of the loveliest pepper plants. I am pleased that these projects are still

ongoing and that many more have been made possible.

As I close let me wish you all a successful week of celebrations and I do look forward to hearing of the many more successes of the LEAP. Let me finish with thanking you people of your town of your heritage to be part of the festivities. I wish you not just a successful week but a bright future."

## The effect of the Global Financial Crisis on BOSAI

BOSAI Minerals Group is undertaking every effort to overcome the current problems and minimize the effects caused by the international crisis, also for the long term benefit of Linden and Region 10.

In a statement prepared for the LEAP News, the company said that the world financial crisis has had a trickle down effect on the producers of raw materials destined to the major manufacturers in the developed countries.

This effect took some time to impact various producers in several different ways and BOSAI Minerals Group (Guyana) Inc. has not been spared. Being a major producer of refractory calcined bauxite in the world, it has been forced to reduce its output by some 30% compared with their budget at the beginning of the year, thus forcing the company to drastically cut cost in all areas, including the realignment of its entire work force to better its efficiency and productivity during this difficult period.

Back in February 2009, the company was still positively working towards its projected production and sales target of 280,000 MT of RASC bauxite, 150,000MT of SCGB and 60,000MT of CeGB for 2009.

During the month of March 2009, the management of BOSAI China and the marketing team of BOSAI Guyana met with their major customers in Europe and North America to discuss the changing market conditions and the effect it would have on production. Resulting from these discussions, the company saw itself forced to reduce the production of its major bauxite product by 30% in order to survive the reduced market demand and keep the BOSAI Minerals Group (Guyana) Inc. still operational.

The reduction in production was decided after very careful evaluation and consideration by the BOSAI Minerals Group Management in both China and Guyana. This decision has effectively seen the

operation of one kiln only in the Bauxite Plant and a reduction in the usage of a number of mining equipment in the East Montgomery Mines. This had also the regrettable effect that some 108 employees, both casual and permanent staff, from various departments throughout its operations had to be laid off to ensure the viability of continuing operations.

BOSAI management made sure that the effects were less traumatic and that all the various stakeholders were fully involved. The company ensured that it met with its senior management team as well as the employees' representatives, the National Association of Agriculture Clerical and Industrial Employees (NAACIE) Union, to bring them up-to-date and to determine any other possible solution to the crisis.

A general employees meeting was also held on Thursday 3<sup>rd</sup> April, to inform employees of the background and the decisions taken by management to reduce production and the realignment of the workforce in keeping with the new production plan.

Later the company's management also met with community representatives, including the Regional Administration, the Town Council, the Linden Chamber of Commerce and the Linden Economic Advancement Programme (LEAP).

BOSAI confirmed that all affected employees would receive retrenchment benefits in keeping with the Collective Labor Agreement, which includes 70% of one weeks pay for every completed 6 months of service, recall shall be within a period of 6 months.

The statement concluded that BOSAI anticipates that the effects of the current world financial crisis would reduce over the short to medium term and would not necessitate any further reduction of the workforce failing which the company would have to further review other options.

## TRAINING LINDEN'S YOUTH - A Sound Basis for the Future



The Prime Minister, Mr Samuel. Hinds, initiating a new training programme for Linden youths

The picture above shows the Prime Minister, Mr Samuel Hinds, the Minister of Labour, Mr Manzoor Nadir and Ms Alana Brassington, Head of the Board of Industrial Training (BIT) at the recent start-up function of the BIT training programme for heavy duty equipment operators in Linden in conjunction with the Linden Technical Institute.

LEAP, too, has continued its support to the BIT training programme, by supporting youths in job placements with companies in Linden. These trainees are working with companies

(and LEAP itself) in areas of accounting/book keeping, administration and reception, carpentry, internet commerce, and architectural services.

This is the third time LEAP has provided this support to the youth of Linden. According to its coordinator, Mr D. John, there are good indications that employers may indeed offer permanent employment opportunities once the LEAP support comes to a conclusion. Some may however chose to further their education as previous experience with this programme has shown.

LEAP appreciates the support by the employers for their continued interest in this vital programme component. Companies in the current programme have included Compare Breads, Byass Woodworking, Candex, Corporate Supplies, Creative Designs and Irene's Handicraft. LEAP is also pleased that the participating young trainees have shown keen interest in their chosen work, also commitment and their desire to progress in the real life working environment as a basis for a sound future.

## LCICD "THANK YOU" to LEAP

The Linden Chamber has been associated with the LEAP project from its inception. The programme started slowly, but developed to the stage where the community can now see more and more concrete results with projects such as the River Front and Bandstand Development projects, to name a few.

But perhaps the real value of the LEAP programme is in those things that we do not see, for example the numerous training courses that have produced a number of young entrepreneurs that were able to move their business to a higher level or those who are now better able to manage their business as a result of Business Management and Accountancy Training. Most valuable is also the advise given to entrepreneurs over the years, to new investors and the services for the Business Incubator tenants and facilities which they could not otherwise afford.

The Chamber is grateful to LEAP for making it possible to be located in a central area, where members can have easy access to the office to transact business, and also for providing a full time Executive Officer and other support in recent years thus making it possible for the Chamber to better serve the community.

Our thanks to the European Commission, the Government of Guyana and the management and staff of LEAP for their tireless efforts towards making us a stronger institution. (signed K W Simmons, Executive Officer, Linden Chamber of Industry, Commerce and Development)

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**Business credits will continue - so continue repaying your LEAF loan for others to gain access**

# LEAP - SEVEN YEARS SUCCESSFULLY SERVING LINDEN AND REGION 10

## A Big Thank You

The staff and management are proud to present a brief summary of some achievements over the years and say "Thank You" to the donor, sponsors, the key stakeholders, community leaders and the public for its support and hospitality throughout the years.

Since its inception in 2002, LEAP has been providing services to the community, some of which are known by almost everybody, like the LEAF loan fund. Others were more not so much in the public view, such as the work to attract investors, support to the renovation and rejuvenation of Lichas, water for Moblissa, training of youths, or support to public and private sector institutions.

## 3,000 Jobs created in seven years

By the end of the 2008, LEAP and LEAF had directly assisted in the creation of more than 3,000 jobs in Linden and Region 10 through the provision of loans, technical assistance and attraction of investments. In addition to these jobs, temporary jobs were created frequently through the ongoing infrastructural support programme, i.e. road construction, renovation of buildings or new buildings such as the exhibition centre.

Furthermore, to date some 350 youth benefited from training and/or stipends under the programme's in-house/on-the-job training to provide a sound basis for future employment.

LEAP has established a substantial client base totalling almost 800, at the end of 2008, receiving support for business start-up

## LEAP support to infrastructure a sound investment for the future

Over the years LEAP has supported Linden and Region 10 with substantial inputs in infrastructure work, renovation of public assets, road construction and more. One of the more recognisable infrastructure developments is the LEAP building itself, now known as the Region 10 Business Centre.

The Region 10 Business Centre has become a landmark in Linden. It houses the LEAP offices, accommodation for new entrepreneurs, training facilities for up to 90 persons, a small business library and free internet service and is open 24/7 and averages 160 visitors/clients a day. Many Lindeners can recall the dilapidated condition the building was in before LEAP arranged for the renovation.

Region 10 Business centre also provides facilities for the business incubators, the first in Guyana, for businesses located within the Centre and externally. By the end of 2008, some fifteen entrepreneurs benefited from the LEAP support, some graduating to become fully independent operators. At present, the final touches are being made to the new industrial incubator which will house three companies in the woodcraft/furniture business.

LEAP's support in other infrastructure work has not always been readily visible. Among recent achievements was the beautification of the river front, also paths within the markets or the pavement and drains in front of the stalls at Republic Avenue. Major construction work included the road to Moblissa, Haimara Road, creating a second access in and out of the town centre, clearing for the GNIC container terminal, the renovation of the old Guyana stores, now the home of the call centre and LEAP's industrial incubator, and many more.



*The official opening of the Region 10 Business Centre by HE The President, Bharat Jagdeo in April 2005*

or expansion, management, marketing and production advisory services, training and technical assistance. Over 60 workshops on various aspects of business development and growth, management and production skills have benefited more than 750 participants to enhance their business or the employment potential. LEAP assisted to prepare more than 60 feasibility studies and business plans which have in turn attracted private investment and support through the LEAF credit facility and others.

## Investments exceeded targets

New investments by investors (LEAP and LEAF clients) far exceeded the originally targets. By the end of 2008, direct investments attributable to the support by LEAP approached the G\$ 3 billion mark (compared with the modest target of \$G 50 million by 2009). LEAP was instrumental attracting companies such as Toucan Connections, Compare Breads, Serba Woods, JB Metals and others.

## Growing more and better

LEAP also provided substantial support to land surveying and land clearing. As reported previously, LEAP has established a demonstration farm in Moblissa in its continuing support to commercial farming in the region. Established to test new crop production techniques for commercial farming and to provide much needed extension services aimed at expanding production and exports, the farm is now yielding some substantial crops.

Most recently, LEAP has been looking for workers to assist in the harvest and transportation of produce to Georgetown. Support to land surveying, clearing, drip irrigation techniques, shade cultures and post harvest handling are all ongoing until LEAP comes to a conclusion. However, a decision on the future of the demonstration farm is to be made shortly.



*The official opening of the Region 10 Business Centre was also attended by the Prime Minister, Mr. Samuel Hinds*

## Support to Institutions to Improve Management and Services

To ensure an adequate transfer of know-how and to provide the basis for sustainability, LEAP helped to establish or assisted various service and producer's associations such as the Region 10 Farmers Association, Rockstone Tourism Association, Linden Textile Arts, Region 10 Tourism Development, Linden Arts and Crafts Association, the Upper Berbice Loggers Association, the Region 10 Agriculture and Forest Producers Association, the Ituni Small Loggers Association and the Linden Chamber of Industry, Commerce and Development. They all have benefited from technical assistance, training and equipment, as have the Linden Mayor & Town Council, the RDC and the Linden Public Private Sector Forum.

With LEAP support the Government of Guyana, through the Ministry of Local Government and the Region 10 RDC have established the first Regional Planning Unit. With the assistance of UNDP this Unit developed a five year Regional Development Strategy.

Ongoing internal monitoring, also confirmed by the most recent external monitoring mission by independent consultants on behalf of the European Commission has shown the LEAP has exceeded most of the original targets. While challenges do remain there is cause to be optimistic that even in these areas these can be overcome with continued support and effort with a LEAP successor.



*LEAP facilitated the establishment of The Toucan Call Centre, a foreign investor and now a growing Linden employer. The company now works in two shifts.*

## LEAF The Linden Economic Advancement Fund

The credit facility of LEAP, the Linden Economic Development Fund has been managed by Caricom General Insurance Company Inc. under an Implementation Agreement with the Government of Guyana. Loan operations have come to an end as planned and will be re-opened with or through the LEAP successor.

And the future?

Please note the articles on the both the front page on the extension of activities and the back page, where you will find an outline of the proposed LEAP successor, a proposal endorsed by the Government of Guyana.

**LEAF is a REVOLVING FUND – You accessed your loan for others re-paid theirs.**

# Linden Town Week Calendar 2009

## Schedule of Events

Celebrating Our Heritage, Our People, Our Town

DATE	ACTIVITY	VENUE	TIME
Sat 25th April	Pepperpot & Casreep Competition - Guyanese Organisation of Indigenous Peoples	Band Stand	1:30 p.m.
Sat 25th April	Guinness Greatness - Street - Football 4 Aside	Christianburg	8:00 p.m.
Sat 25th April	Linden Talent Search	Mackenzie Sports Club	8:00 p.m.
Sun 26th April	10K Road Race	Bamia	6:00 a.m.
Sun 26th April	3K Fitness Run	Republic Avenue	9:00 a.m.
Sun 26th April	Church Service	Mackenzie Sports Club	9:00 a.m.
Sun 26th April	Cycling	Republic Avenue	10:00 a.m.
Sun 26th April	Opening Ceremony	Linden Bus Park	4:00 p.m.
Mon 27th April	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Mon 27th April	Education Exhibition / Visual Arts Exhibition	Dept. of Education Park / Band Stand	9:00 a.m.
Mon 27th April	Essay Writing Competition	Department of Education	1:00 p.m.
Mon 27th April	Schools Drama Competition - Organiser: Mic. James Ministries	Mackenzie Sports Club	9:00 a.m.
Mon 27th April	Guinness Greatness - Street Football 4 Aside	Christianburg	6:00 p.m.
Mon 27th April	Gospel Concert	Mackenzie Sports Club	8:00 p.m.
Tues 28th April	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Tues 28th April	Education Exhibition / Visual Arts Exhibition	Band Stand	9:00 a.m.
Tues 28th April	Old Kara Kara 50th Anniversary & Camp Fire	Kara Kara	10:00 a.m.
Tues 28th April	Spelling Bee - Organiser: Linden Fund U.S.A.	Constabulary Hall	10:00 a.m.
Tues 28th April	Reading Competition	Linden Technical Institute	1:00 p.m.
Tues 28th April	Net Rockers - Football Semi Finals	Mackenzie Sports Club	6:00 p.m.
Tues 28th April	Poetry Night	Band Stand	6:30 p.m.
Tues 28th April	Karaoke Finals	Lichas Hall	8:00 p.m.
Tues 28th April	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Wed 29th April	Education Exhibition / Visual Arts Exhibition	Band Stand	9:00 a.m.
Wed 29th April	Victory Valley Royals School's Basketball Finals	Mackenzie Sports Club Hard Court	2:30 p.m.
Wed 29th April	On the Spot Art	Linden Technical Institute Auditorium	10:00 a.m.
Wed 29th April	Senior Citizen's Luncheon - Organiser: M&TC / LFU	Mayor & Town Council Compound	11:00 a.m.
Wed 29th April	Big & Bold Fashion Show	Mackenzie Sports Club	8:00 p.m.
Thur 30th April	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Thur 30th April	Teachers Workshop & Exhibition	Constabulary Hall	9:00 a.m.
Thur 30th April	Education Exhibition / Visual Arts Exhibition	Band Stand	9:00 a.m.
Thur 30th April	Children's Fun Day (3-10 years)	Linden Technical Institute	10:00 a.m.
Thur 30th April	Swimming Competition	Mackenzie Pool	2:00 p.m.
Thur 30th April	"Screw" Richmond Schools Football Finals	Mackenzie Sports Club	3:00 p.m.
Thur 30th April	20-20 Cricket Competition	Mackenzie Sports Club	6:00 p.m.
Thur 30th April	Launching of Local Movie "Tantimerl & She the Junky"	Linden Bus Park	8:00 p.m.
Thur 30th April	Parachute Jumping	Bay Rock Community Centre	5:00 p.m.
Thur 30th April	Passport Dance & Ladies Entertainment	Linden Technical Institute	8:00 p.m.
Fri 1st May	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Fri 1st May	May Day Rally	Linden Bus Park	7:00 a.m.
Fri 1st May	Education Exhibition / Visual Arts Exhibition	Band Stand	9:00 a.m.
Fri 1st May	20-20 Cricket Competition Finals	Mackenzie Sports Club	9:00 a.m.
Fri 1st May	Stacy Walter Memorial Library Spelling 'B' & Reading Comprehension Contest	Wisroc	10:00 a.m.
Fri 1st May	Wismar Creole Night	Poker Street	4:00 p.m.
Fri 1st May	Parachute Jumping	Bay Rock Community Centre	5:00 p.m.
Fri 1st May	Net Rockers Football Finals	Mackenzie Sports Club	6:00 p.m.
Fri 1st May	Hawaiian Style Dance - Linden Fund U.S.A.	Christianburg Hard Court	10:00 p.m.
Sat 2nd May	Visual Arts Exhibition	Band Stand	9:00 a.m.
Sat 2nd May	Farmers & Craft Exhibition	Linden Bus Park	9:00 a.m.
Sat 2nd May	Beach Football	Blue Berry Hill	10:00 a.m.
Sat 2nd May	Pool Competition Finals	G-Spot Pool Bar	4:00 p.m.
Sat 2nd May	Linden Town Week Pageant	Mackenzie Sports Club	8:00 p.m.
Sun 3rd May	Main Big Lime	Republic Avenue	9:00 a.m.
Sun 3rd May	Glow Party & International Concert - Organiser: Ward Entertainment	Mackenzie Sports Club	10:00 p.m.
Tues 5th May	Wash Down & Day of Sports	Splashmin's Resort	10:00 a.m.

\*The dates, times and events were correct at the time of printing, but please don't hesitate to check beforehand with the organisers whether your favourite events are still held as stated.

**Business credits will continue - so continue repaying your LEAF loan for others to gain access**

## A Message from the Mayor and Town Council

The LEAP programme, as we know it, is coming to its conclusion soon. LEAP has added to the social, economic and developmental landscape of our town albeit not necessarily at the level those of us in leadership position would have wanted, as we too had our share of high expectations for our constituents to be empowered with a quantum Leap.

The fact is that such paradigm shifts are monumental and require much more resources than were available to LEAP. This was not helped when the initial amount identified (Euros 19.5m) was truncated (Euros 12.5m) with no explanation by the respective authorities. It was indeed a very complex project which has not been tried previously in Guyana, and I applaud those associated with it for being able to achieve what they have, noting that it was easy to point LEAP as a panacea instead of being principally in the mould of economic diversification.

However, I would like to point to the fact that now more persons have recognized the need for self-determination and this need to be encouraged, not to the point of selfishness but one of consciousness and drive for continuous improvement and development. This is seen as a movement which has started and was given impetus by LEAP.

The fire needs to be kindled and given fuel for perpetuation. The fuel I speak of is the desire by Lindeners to be independent and self-motivated along with the spirit of resilience. Spiced with the love of community and humanity, I see us making an important contribution to our community, country and region thus ameliorating the harsh realities envisaged with the Global crisis.

**The LEAF stands out as the most sought after component of the programme and there is more than enough justification for this. It will be backward and**

**shameful if this component is not maintained in or by the successor to ensure that those with ideas but without the start up capital can access funds to realise their dreams.**

In terms of the assistance to major stakeholders, the Linden Municipality has been the recipient of the largest chunk of the institutional strengthening component. In addition, throughout its programme life LEAP has assisted various individuals and groups during the Town Day/Week exercises which were coordinated by the Town Council along with providing space and accommodation for the Police headquarters during the event. These timely interventions were most welcome and helped to make the events successful.

The most significant intervention for the municipality is in the area of infrastructural works and these are West Watooka Road, culvert at Burnham Drive and Winifred Gaskin highway, repairs to outfalls in the Demerara River on the Wismar shore, culvert at Speightland, Hymara Rd Repair, Riverfront shoreline re-vestment and beautification, Bandstand development and new exhibition centre, Georgetown-Linden mini-bus park rehabilitation, Republic Ave. Road shoulder improvement, Mackenzie market walkway and assistance in Wisroc-Amelia Ward bus park repair.

It is hoped that the remainder of projects identified for 2009 will come to fruition. Considering all that has been done the experience has been most worthwhile and augurs well for leaders in understanding the relevance of working together to achieve the common objective of community development. LEAP has played its part; we need to go into overdrive.

Much Love and Nuff respect. (signed, Orrin Gordon)

## Ful I House at LICHAS

### Theatre Production Workshop Realization of a Goal



Linden youth performing at LICHAS.....

“Workshop to Production”, produced by the first workshop run at the newly renovated Linden Concert Hall and School, saw a cast of approximately thirty five young people from Linden both as producers and actors. The groups performed in the three disciplines that LICHAS is currently offering training in (singing, acting and dancing). It must be noted that most of the two and a half hour show were the creations of young members of the workshop.

Special mention must be made of the roles played by Ms. Reycia Nedd and Mr. Devin Sears who functioned as the Student Production Manager and Student Director of Production respectively. Messer. Mic James, David Saul and Jonathan Adams have

agreed to serve as Choir, Dance and Drama directors respectively, providing along with Ms. Nedd and Mr. Sears a very efficient management team. The entire cast must be applauded for the tremendous effort they put into the promotion of the production and the positive attitude with which they approached their first production.

According to Mr Jonathan Adams, head of the Lichas Management Committee, the workshops continue with the reopening of the final term of the school year and will see the continuing workshop members focusing on the protocols of theatre whilst enhancing their proficiency in the various disciplines. Ms. Jenny George-Parkinson has agreed to run a six-week

session in the theory and practice of music whilst arrangements are being made to have a class in guitar training.

Beginning this “term” also will be a number of enrichment seminars for the workshop participants in which resource personnel



..... And Lindeners are enjoying the great performance at the renovated facilities

## Three Shows of Laughter from The Link Show

The Link Show 25, was a well received at Lichas, three performances were staged at the end of February attracting some 600 spectators. This was another successful event by the rejuvenated Lichas team, utilizing the facilities which were renovated with LEAP support as reported in the February edition of the LEAPNews. The latest efforts also illustrated once again the hunger for and appreciation of more cultural events in Linden and Region 10.

## On “The Edge” Classique Dance Company Wows Linden Audience

Think edgy, different and outrageously good and that is the picture of what Classique Dance Company projected on stage at the Lichas Hall twice in April. An atmosphere was created at Lichas where the dancers emerged as solid, keen, focused and passionate which made evident the level this company has taken dance to in this country. This show was intense and full of fire; it is so hot that Lindeners demanded that the show came back to Lichas for a repeat performance.



from the community will speak to the participants on the skills necessary for achieving success. An HIV-AIDS Peer seminar is being planned with the Ministry of Health that will encourage the development of informed theatrical pieces with the disease as the topic.

Other activities planned for the term are fund raising film nights and “Dance-o-Rama”, a production that will culminate this “terms” work. The Pine Street nursery will be staging “Every Child One Voice” on Monday 25<sup>th</sup> May, while the “Workshop to Production (A)” a sequel to “Workshop to Production” will be staged during Town Week.

A programme of the establishment of links with other theatre groups will be continued as links with the Theatre Guild of Georgetown and Gems Theatre are concretized.

## Region 10 farmers are counted... and can be counted on



A LEAP interviewer at work to collect data on farms in the Region - please note that the LEAP News is read there as well

With the help of LEAP, commercial farmers in the region will soon be able to grow and produce more in line with market demands. The foundation for this has been laid with a comprehensive survey of commercial farms in Region 10, carried out by LEAP.

While it is generally recognised that Guyana with the abundance of good

agriculture land and fresh water resources is in a good strategic position to take advantage of the growing demand for food locally, regionally and internationally, few specific data have been known about the growers.

This is about to change and buyers or potential investors will soon know who is growing what, when, where

and in what volumes. This will also improve the communication between the partners and the farmers will know what is wanted, when, and in what quantities and quality.

LEAP, in a collaborative effort with the Ministry of Agriculture, carried out an initial survey of some 160 commercial farms in Region 10, documenting their

location, size, and production of crops or livestock. The survey also covered cultivating practices (use of labour and machinery), use of fertilizers, chemicals, water and other inputs, aspects of farm management, marketing and their interest and potential to expand production.

Initially the following areas were covered by this survey: Wisroc, Canvas City, Block 22, Amelia's Ward, Cinderella City, Dalawalla, Rainbow City, Old England, Nottingham-shire, Bamia, Moblissa, Mabura Road, Rockstone, and West Watooka.

LEAP has now completed a second phase, covering Upper Berbice locations **Kwakwani, Ituni, Lamp Island, Goat Farm, Tacama and Riverview on the Essequibo River. The survey was carried out in conjunction with the Region 10 Farmers' Association (RTFA) to ensure that the data collection skills, tools and methods are readily available locally after the**

**current LEAP programme comes to a conclusion.**

The results from this survey (and any future updates) will be incorporated into a national database, operated by the Ministry of Agriculture through the New Guyana Marketing Corporation. It is expected that the data obtained will form the basis for an effective management and marketing tool for the Association and the Region itself.

Therefore all farmers are being encouraged to continue to document their farming activities and to regularly submit this information to RTFA to ensure that potential buyers and investors have access to data and information.

Ultimately, it will enable the LEAP, the Ministry of Agriculture and the RTFA to

collectively prepare and implement a sustainable strategy to provide local fruits, vegetables and animal products to local, regional and international markets at the right time and the right price.

This survey is LEAP's latest efforts in support of commercial farmers in the Region. Earlier editions of the LEAP NEWS reported on progress made with LEAP's demonstration farm, which now sees its first promising returns from the sales of eggplants/boulangers, ochro, and tomatoes, to name a few. While it is recognised that more has to be done to improve farm management, product handling, storage and transportation, the new information basis will provide an excellent management tool for further development.

Region 10  
Tourism Development  
Association (RTDA)  
welcomes visitors  
to Linden Town Week

## Region 10 Farmers' Association Growing Stronger

The Region 10 Farmers' Association which began in July 2005 with a scant 36 members is now boasting some 180 members and according to its President, Mr. Kenrick Moore, it is still growing stronger.

Since its establishment, the Association has been lobbying for the further development of commercial farming in Region 10, and has promoted members' development through numerous training seminars and workshops. Several of these were organized by LEAP, the Ministry of Agriculture and the InterAmerican Institute for Cooperation in Agriculture.

Farmers in Region 10 benefited tremendously from these workshops which covered topics such as plant nursery operations,

good agricultural practices, export and domestic marketing, labeling, packaging, agro-tourism, organic agriculture and capacity building. The Association also facilitates access to plant and equipment as well as to pest control services. Members are also able to acquire seeds and seedlings at minimal costs.

Members of the Association have also had the opportunity to participate in several exhibitions, such as Guyana Night, GuyExpo, Linden Town Week and other local market or town days, in their continuous efforts to promote locally grown produce like fruit, vegetables and ground provisions.

The Association's participation in these events

was made possible by LEAP, which has been continuously supporting the organization from its inception. LEAP support also included several land clearing and landscaping contracts, which benefited the Association tremendously, and for which they are extremely grateful, according to the President. LEAP is now supporting the Association to enhance the website.

Recognizing the need for a vibrant and pro-active association, and taking into account the importance of commercial farming, its potential is further underlined by the Association's close affiliation with LEAP, the Ministry of Agriculture, National Agriculture Research Institute (NARI), Guyana Marketing

Corporation (GMC) and the Guyana Agri-Business Association.

The National Agricultural Research Institute (NARI) has completed a nursery at the Ministry of Agriculture compound at Christianburg and handed it over to the Region 10 Farmers' Association. With this latest development, commercial farmers in the community will be afforded the privilege of purchasing seeds, seedlings, insecticides, pesticides and other such items at very reasonable prices.

The new nursery will complement the substantial facility established by Mr. Yogeswar Rambharrat in 2008, as reported in the February 2009 edition of the LEAPNEWS.

**Region 10 Tourism Development Association extends a hearty welcome to all our visitors. Our members will be on hand to help make your stay in Linden a happy and eventful one.**

RTDA arranges land and river tours for large and small parties. We also arrange good quality accommodation at reasonable prices. Accommodation range varies from large rooms with air conditioning, hot & cold water, swimming pool to modest Bed & Breakfast facilities.

Visit the Linden museum and learn about the rich history of Linden and its environment. You can also contact us at the Linden museum where our members will be on hand to provide any information you may need, or call 619 4149, 652 6012, 663 6043.

The RTDA wishes to take this as an opportunity also to

say thank you for LEAP's substantial financial contribution and support to our major projects. This, coupled with the encouragement and guidance indirectly, has helped our organization to grow from a group of eight untrained volunteers to an organization with a membership that includes owners and operators of Bed & Breakfast, Guesthouse, Hotel, Boat, and Minibus companies.

RTDA is now widely recognized as a young upcoming tourism organization. Our achievements include the creation and operations of the Linden Museum, the construction of a \$2.5 million Guest House in Rockstone, and the Creation of the Rockstone Fish Festival which will take place again in October this year. Please bring your friends and check our website for updates (<http://www.lindentourism.com>).

**Business credits will continue - so continue repaying your LEAF loan for others to gain access**

## LEAP Region 10 Business Centre A True Action Centre

For many Lindeners and visitors to Linden alike, the LEAP Region 10 Business Centre has become a focal point for both business and social activities. In the first three months of 2009 alone, some 780 persons attended workshops, seminars and similar functions in the LEAP building.

Bookings for the conference facilities made by institutions such as the Ministry of Health, Empretec, Regional Culture and youth, Linden Hospital, companies and NGOs filled the conference rooms for about 40 days in the first three months of this year impressive by any standards. (NB if a company reserved the facilities for a group of 30 for 5 days, only

30 persons were counted for the LEAP statistics, not 150 persons.)

In addition, over 1000 people visited the February exhibition of Chinese photographs featuring impressive photos of China's people, history and landscape along the 30<sup>th</sup> Northern Parallel. So overall, a sound basis for the LEAP successor.

Most Lindeners and some regular visitors to Linden can remember that this building was a somehow derelict before LEAP in 2005 financed the renovation of this building and provided office space not just for the LEAP team, but also the for the country's first professional business

incubators. These incubators have been assisting young entrepreneurs to start their business or to improve their fledgling operations, assisted by LEAP support services and guidance.

The services offered by LEAP cover office support services such as copying, fax and mail service. LEAP can also arrange for food and drink for the various functions and provides equipment such as projectors, flip charts and more all at a certain cost.

The LEAP Business Centre has also attracted established commercial operations, and has successfully been operating the McCaw resource centre.



Joint LEAP/Empretec training for Linden youths and young entrepreneurs

The latter has been managed by EMax, one of LEAP's business incubator clients. It has attracted on a daily average up to 20 or 25 persons from the business incubators and from secondary schools, utilising the free internet and library services provided by LEAP. Both students and school management have been

highly appreciative of this valuable service for research purposes.

In addition, LEAP has been providing a wireless service which extending to the outside of the building has proven to be very popular among neighbours and visitors to the area. Not surprisingly one can see

many, mostly young people with their laptops sitting in and around the LEAP building utilising this useful service for the community. (NB This newsletter also provides some useful internet addresses for entrepreneurs, covering some selected national and international websites).

## Region 10 Business Centre - the new Hub for IT



Computer repair by eMax - looks so easy - if you know how

It has almost been a well guarded secret, the true specialists have known it for some time, but now it is public - the Region 10 Business Centre has become a true action centre for those concerned with information technology (IT).

Computer problems? No problem any more, someone in the LEAP Region 10 Business Centre building

can help you. You want your own website? No problem, there is someone who can help as well. You want to engage in E-Commerce, buying something abroad through the internet? Yes, you guessed it, there is someone here who can help. You want to access the internet, but have no computer? Right, help is here for you as well.

In addition, to complement the services of LEAP business incubator clients, LEAP has been offering free internet access through its **McCaw Resource Centre** to the public for research and study. LEAP has also been providing wireless internet service as can be evidenced by the ever increasing number of individuals or groups of young people sitting in the reception area or even outside the building during the day or even in the evenings accessing this free service.

More importantly, however, has been the emergence of LEAP incubator companies providing professional quality services. The **e-Max IT Centre**, for example, offers extensive IT services, covering computer repairs, solving software problems, assisting in data recovery, and more.

Founded by its Director, Mr. Ray DeClou, the company has been a LEAP incubator client since 2005 With LEAP support, he says, some substantial progress has been made. **e-Max IT Centre** has also been managing the McCaw Resource Centre on behalf of LEAP. This centre has been attracting visits by over 100 professionals, students and teachers per month offering free access

to internet services.

Just a few yards away the visitor to the Region 10 Business Centre finds **K3designz**, a leading designer of **websites** and provider of related services. Founded by its director, Mr. Kevon Adonis, the company is proud to have become a major web designer not just for Linden-based institutions (schools, associations, hotels etc), but also for overseas clients, clearly showing that with the new technology and new means of information and communications there are no geographical borders for further business expansion.

Mr. Adonis noted that great care is being taken to fully understand the clients' requirements and then to offer the appropriate effective solution. His **website** ([www.k3designz.com](http://www.k3designz.com)) offers an excellent insight into quality and range of services offered.

Opposite K3designz is the office of **Corporate Supplies**. The company, started by its managing director Mr. Deron Adams, now offers **internet based procurement** services, helping to identify national and foreign suppliers of office equipment, agricultural supplies, tools and equipment, other

machinery, vehicles and much more.

With LEAP's support, the company has grown to be a recognised supplier of goods and services, being in the process of establishing partnerships abroad to enhance and strengthen his business.

These IT related services in the Region 10 Business Centre are being complemented further by companies providing additional telecommunications services. **Swansea**, for example, supplies telephones and VHF/HF radios, provides repair services and topping up services for mobile phone networks. Similarly, the LEAP incubator (Kiosk)

client, Mr Linden Joseph provides topping up services for mobile phone services and offers some mobile phones for sale as well.

Recognising the importance of computer-based information and communications services, LEAP has also been providing training for its staff and trainees. For those who wish to further their skills in internet-based activities beyond e-mailing or downloading videos or music to searching for research and business purposes, some useful internet addresses have been included in this newsletter. Please check these tables for the listing of selected national, regional and international websites.



Inside the computer

**LEAF is a REVOLVING FUND – You accessed your loan for others re-paid theirs.**

## LEAP Successor is coming - Welcome Guyana Enterprise Corp.

**You may say "Good-Bye" to LEAP soon, but welcome GEC, the Enterprise Guyana Corporation - the proposed LEAP successor. It is coming soon.**

LEAP, the Linden Economic Advancement Programme as we have known it for seven years, will soon come to its conclusion, as planned. Earlier this month, the LEAP Advisory Board was able to announce to the press and television that the Government of Guyana (GoG) had endorsed LEAP's proposal for the continuity of certain LEAP programme activities through the creation of a private corporation.

**LEAP Successor - What does that mean for Linden and Region 10?**

As already reported in LEAP's February newsletter, a proposal had been prepared by LEAP for consideration by Cabinet to establish a post-LEAP entity under the name of **GEC Enterprise Guyana Corporation**.

This new entity is to assist in providing continued access to loans (until recently done by LEAF), business development and investment promotion

services for micro, small and medium sized enterprises and investors, training and related matters. It will also manage the business and industrial incubators, the conference facilities and other services. The range and scope of services still need to be fine tuned, but most likely will not include infrastructure projects such as road construction, further renovation of buildings or new construction.

The LEAP proposal presented to the GoG was based on the success of LEAP and the ongoing needs of the business community in Region 10. **Enterprise Guyana** is to further the momentum of increased economic activity and development in the Region and to build further capacities to take advantage also from the opportunities arising from the Brazilian connection.

The proposed name is to reflect the general meaning of *enterprise*, i.e. the willingness to undertake a new venture, and industrious and systematic initiative directed towards certain goals. It also reflects a business organisation with professional management.

### **The next Steps**

To ensure continuity of the

business development services and also to prepare a sound legal basis for the continuation of the LEAF-style credit operations, LEAP and its supervisory board are now assisting the Government in establishing this corporation, to be operational before the end of June 2009.

Some LEAP staff and facilities will be made available and assets will be transferred to the successor which will be housed in the current LEAP building. New staff will be trained.

LEAP and its Advisory Board are assisting in the registration of the successor, obtaining legal advice, proposing board members, assisting in staff selection, assisting in the business plan, preparing for the asset transfer and more. The make-up of the Board of Directors is to reflect the Government of Guyana ownership, but it is proposed to take into account the regional development and private sector interests. The Board will among others set the direction of the new entity, determine the range and scope of services now and in future.

Whatever the final shape Enterprise Guyana is taking, one thing is certain, persons

or companies who have defaulted on their loan repayment to LEAF will not receive any loans from or through the new entity. It must be realised that

through the loan repayments further funds will be made available for new credits. Legal actions may be taken to ensure repayment of LEAF credits as per agreed

schedule, so please continue repayments on time for the continuation of this credit facility for the mutual benefit of the people in Linden and Region 10.

### GREETINGS BY HON. SAMUEL A. HINDS, PRIME MINISTER REPUBLIC OF GUYANA

The Linden Economic Advancement Programme (LEAP), as we have known it, is approaching its end. The bauxite operations at Linden had their peak market share during World War II and subsequently began to find the going difficult as overburden ratios were increasing ("the battle of the overburden") and as new bauxite mines were being developed in Jamaica, Guinea and Australia.

Mackenzie, the bauxite company town since renamed Linden, fell on hard times in the 1970's. A number of interventions including one by the EU SYSMINS in the 1980's were not successful.

In the mid 1990's, the young Junior Minister of Finance, now our President, spent about a week in Linden leading the social-economic study team charged with the search for future paths for success for the town built on bauxite. LEAP was conceived out of this study but took many years to be delivered on the ground.

LEAP's success is evident in the continued growth of Linden beyond the bauxite. At first, many could not understand the task of LEAP, neither a programme to support bauxite directly nor an infrastructural programme, but a programme to change the mindset of the population of Linden from that of seeking employment in the large bauxite company to that of working in individual and small companies, a mindset change from being an employee to being an entrepreneur.

LEAP can claim some part of the evident success in the fact that Linden today is no longer a company town, direct employment by the bauxite company is now no more than about 7% of the total workforce, yet Linden is bigger and brighter today than it was ever before.

It is my pleasant duty to extend thanks to all foreign and local staff of LEAP and their clients for their hard work and dedication to this programme, and for putting Linden on a new path, thus making LEAP success a reality.

Many Thanks. My Best Regards. (signed Samuel A. Hinds, Prime Minister)



## SMALL BUSINESS AND THE LAW: *Ignorance is no excuse, nor protection....*



**Ignorance of the law excuses no one** is a legal principle holding that a person who is unaware of a law may not escape liability for violating that law merely because he or she was unaware of its content. This applies not just to the owner of a small enterprise and to the customers, but is also relevant in family and private or social life.

While it has become impossible for a lay-person to gain an overview and to keep up-to-date on the ever growing legislation, rules and regulations, procedures affecting business, LEAP decided to hold a number of workshops for business operators to become familiar with the basic legal issues impacting their business.

The first workshops covered contract law and employment law. Understanding basic contract law is important to any type of business. Without this understanding persons can be exposed individually or through their organisations to possible legal entanglements..

The workshop, entitled **Contracts in a Nutshell**, attempted

to take persons through the purpose, interpretation, applicability, legal and administrative ramifications of the terms and conditions applicable to contracts.

The goal was to impart to the participants enough knowledge in "preventive" contract law to help them avoid legal problems and to handle them swiftly and effectively if they do arise. The rights and responsibilities of the Parties to a Contract and some of the problems associated with the contractual relationship were explained and discussed.

Some sixteen persons attended the workshop, comprising members of the Linden Chamber of Commerce, entrepreneurs, and persons employed in the Linden commercial sector. The workshop concentrated on the following topics, among others:

- ? Using legal requirements to positively affect contract performance
- ? Minimising uncertainty of legal terms and conditions

- ? Knowing what each party to a contract can and cannot do
- ? Protecting ones own interests
- ? Reducing the potential for claims & disputes upfront and
- ? Avoiding other legal entanglements

A second workshop is planned with focus on **Employment Law** specifically the rights and obligations of Employers and Employees. This will also be of interest to young and growing companies, in particular those employing staff from outside family circles for the first time.

This workshop will cover the law on general employment principles, recruitment, equal opportunities, health and safety, disciplinary and grievance and termination in relation to small and medium sized businesses. It is designed to be flexible and interactive so that it will be most appropriate to the learning needs of the participants and their enterprises.

**Business credits will continue - so continue repaying your LEAF loan for others to gain access**